

Providing a customizable Open POS Solution that can help multisegment and global retailers differentiate operations and control costs



Delivering value

A global-ready POS solution environment that can be adapted to your business needs rather than vice versa, providing the features and technical capabilities needed to differentiate services, empower employees and integrate the POS with existing and new store systems while meeting demanding availability requirements



Vision BeanStore software

A flexible Java technology-based POS solution that enables global retailers to better control costs by using the same technology worldwide; to create a consistent and dynamic experience across all customer touch points; and to stand out from the competition

IBM Store Integration Framework

A flexible, scalable J2EE operating environment and componentized architecture built for retail stores that facilitates real-time, people-to-people, people-to-process and process-to-process connections and capabilities using industry-leading, standards-based IBM middleware

PCMS and IBM Open POS Solutions.

In the store, the point of sale (POS)—including in-store kiosks, self-checkout systems and traditional checkout lanes—is the heart of operations. It has to be reliable and process-optimized, and support changing customer-service requirements. And it's central to controlling costs. Aging, rigid and unintegrated POS solutions are roadblocks to enhanced service, higher productivity and revenue growth. But finding POS solutions that work the same way across multiple retail segments, languages, currencies and tax systems has always been challenging. Until now.

PCMS, a retail solution provider with worldwide operations, and IBM provide a highly flexible and customizable multichannel Open POS Solution for global retailers. The solution is built around the open, standards-based PCMS Vision BeanStore POS solution and IBM Store Integration Framework. The combined solution enables you to select the best operating system and hardware for your business needs and integrate them with existing systems. And you can take comfort in knowing that you are supported by two leading global retail solution providers. PCMS, with more than 400 employees, has a diverse installed base in 18 countries worldwide. And IBM is a premier worldwide supplier of POS systems.

A global-retail-ready Open POS Solution and platform

PCMS BeanStore software is the first Java™ 2 Platform, Enterprise Edition (J2EE) technology-based POS solution that facilitates easy global deployment. IBM Store Integration Framework provides a J2EE technology-based execution platform and the integration tools you need to support rapid and cost-effective innovation. Components include an application server, assured message delivery, robust information and systems management tools, and remote deployment capabilities.



“Store Integration Framework provides a framework of robust middleware components, which are necessary to unleash the full potential of modern applications like Vision BeanStore. It also simplifies the integration of the open, standards-based Vision BeanStore software with existing and new store systems and customer touch points.”

— Chris Belk, CEO, PCMS International, Inc.

Innovate POS processes using open technology

Vision BeanStore software and IBM Store Integration Framework are validated to work seamlessly together through the Ready for IBM Retail Store Innovations – Store Integration Framework program. The PCMS and IBM solution uses standards-based integration capabilities to create an Open POS Solution that you can use to innovate store operations. More specifically, the solution from PCMS and IBM supports the following benefits and capabilities:

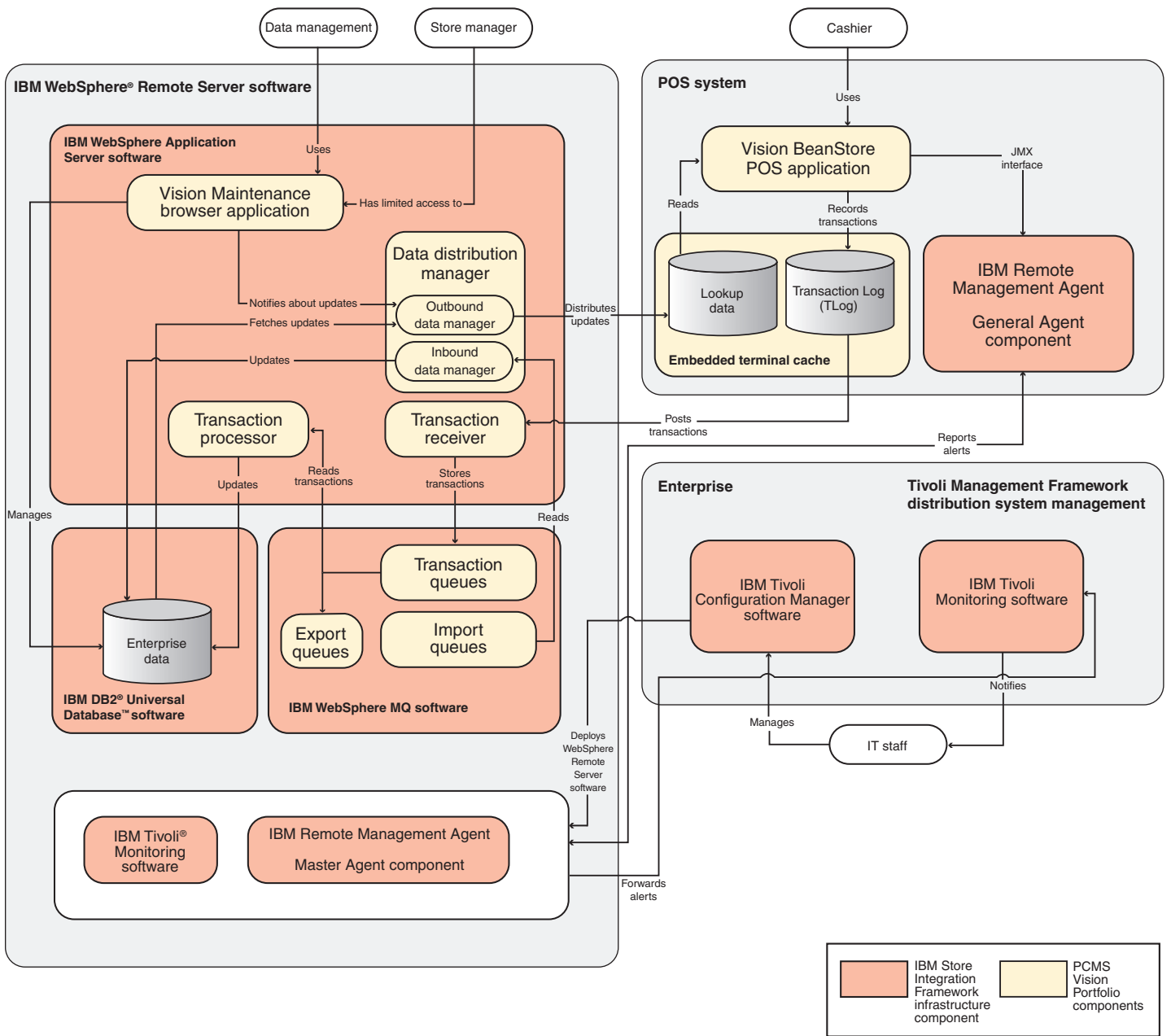
- **Achieve cost-effective international and multisegment deployment.** Vision BeanStore software is available in virtually any language, using any currency, and can be tailored to the time, date and taxation requirements of your geographic regions. And Store Integration Framework enables you to deploy and manage applications remotely.
- **Respond quickly to evolving market and business requirements.** Customize individualized user interfaces, advanced workflows and extensions to specific functions without changing processes. And take advantage of virtually unlimited scalability to support from one to hundreds of lanes in a single store.
- **Reduce training time and transaction errors.** An intuitive, flexible user interface makes it easy to train new employees and customize user interfaces for departments or even individuals.
- **Integrate with existing investments and powerful new store tools to leverage real-time store data.** Using IBM Store Integration Framework, Vision BeanStore software can “talk” to your other store solutions.
- **Support virtually nonstop selling.** Vision BeanStore software is configured to optimize POS availability.



The PCMS and IBM Open POS Solution: a closer look

The following are high-level descriptions of the technical capabilities that underpin the business benefits described above:

- **Cost-effective deployment.** Vision BeanStore software runs on a variety of operating systems, including the IBM Retail Environment for SUSE Linux® (IRES) and Microsoft® Windows® platforms. And IBM Store Integration Framework includes IBM Remote Management Agent, which enables you to remotely deploy and manage store software.
- **Customization.** Vision BeanStore software is based on an object-oriented architecture, facilitating customization.
- **Flexible user interface.** The Vision BeanStore software user interface is separate from the underlying database and business logic.



A combined Vision BeanStore and IBM Store Integration Framework infrastructure solution

- **Integration capabilities.** Vision BeanStore software includes an XML application programming interface. Store Integration Framework uses a service-oriented architecture and embraces industry open standards and technologies, such as International XML Retail Cooperative (IXRetail) and J2EE technology to simplify integration in the store and enterprise.
- **Resilience.** Critical transaction data is stored on the register as well as on back-office servers, to better ensure data availability.

Rely on PCMS and IBM retail expertise

PCMS and IBM combine their retail industry experience, best-of-breed technology and worldwide reach to help you meet the challenges of the global retail marketplace.



PCMS

- Proven global capability, with an installed base across 18 countries.
- Retail POS systems with food-service capabilities for store-within-a-store situations.
- The most retailers installed using Java and Linux technology on the POS.
- Exceptional financial strength and stability with over US\$36 million in net assets at the end of 2005.
- An IBM Premier Business Partner and finalist for a 2006 IBM PartnerWorld® Beacon Award in the IBM Best Retail Store Solution category. PCMS was recognized for its ingenuity, client satisfaction and outstanding achievements in providing On Demand Business solutions.
- Recognized by *Retail Info Systems (RIS) News* in its 2005 Leaderboard survey, which polls retailers worldwide, in the Quality of Support, Ease of Integration, Overall Performance, Return on Investment, Administration and Maintenance, and Overall Customer Satisfaction and Recognition categories.*



IBM

- Number-one POS market share position worldwide, according to Clarendon Reports Ltd.** Thirty years of experience delivering dependable POS solutions to the global retail industry.
- More than two million POS installations in more than 100 countries.
- Has helped major retailers enhance their competitive positions by deploying or committing to deploy Store Integration Framework in more than 20,000 stores worldwide.
- Founding member of the IXRetail Cooperative executive board.
- Active participant in ARTS executive decision-making bodies and in defining and promoting standards adoption within the retail industry.

For more information

To learn more about PCMS and IBM solutions for retailers, visit:

www.pcmsdatafit.com - North America Operations

www.pcmsgroup.com - United Kingdom and International Operations

and

ibm.com/products/retail

© Copyright IBM Corporation 2006

IBM Retail Store Solutions
P.O. Box 12195, 3039 Cornwallis Road
Research Triangle Park, NC 27709
U.S.A.

Produced in the United States of America
07-06

All Rights Reserved

DB2, DB2 Universal Database, IBM, the IBM logo, the On Demand Business logo, PartnerWorld, Tivoli and WebSphere are trademarks of International Business Machines Corporation in the United States, other countries or both.

Java and all Java-based trademarks are trademarks of Sun Microsystems, Inc. in the United States, other countries or both.

Microsoft and Windows are trademarks of Microsoft Corporation in the United States, other countries or both.

Linux is a trademark of Linus Torvalds in the United States, other countries, or both.

Other company, product and service names may be trademarks or service marks of others.

IBM provides this publication "as is," without warranty of any kind, express or implied, including the implied warranties of merchantability or fitness for a particular purpose. Some jurisdictions do not allow disclaimer of express or implied warranties in certain transactions; therefore, this disclaimer may not apply to you.

IBM reserves the right to change specifications or other product information without notice. This publication could include technical inaccuracies or typographical errors.

References to IBM products and services do not imply that IBM intends to make them available in other countries.

The IBM home page can be found at ibm.com.

* "Software Leaderboard 2005, R/S News, Edgell Communications, December 2005.

** Clarendon Reports Ltd., *World-wide Data Book*, Volume 1, "EPOS & ECR'S Executive Summary," 2005, (www.clarendon-reports.co.uk).